



PLAYA LAIYA INVESTMENT PROPOSAL
PROMO TERMS & DISCOUNT - 2022

Phase	4	4	4	4	4	4	4
Block #	12	12	12	12	12	12	12
Lot #	6	6	6	6	6	6	6
Area in sqm	382	382	382	382	382	382	382
Price per sqm	36,900	36,900	36,900	36,900	36,900	36,900	36,900
SELLING PRICE (VAT INCLUSIVE)	14,095,800.00	14,095,800.00	14,095,800.00	14,095,800.00	14,095,800.00	14,095,800.00	14,095,800.00
OUTRIGHT DISCOUNT	2,819,160.00	1,973,412.00	1,550,538.00	1,268,622.00	563,832.00	1,127,664.00	
NET SELLING PRICE	11,276,640.00	12,122,388.00	12,545,262.00	12,827,178.00	13,531,968.00	12,968,136.00	14,095,800.00

PAYMENT TERMS	CASH	DEFERRED OPTION 1: 24 MONTHS	DEFERRED OPTION 2: 36 MONTHS	BANK FINANCING OPTION 1: 24 MONTHS	BANK FINANCING OPTION 2: 36 MONTHS	BANK FINANCING OPTION 3: 24 MONTHS	BANK FINANCING OPTION 4: 36 MONTHS
	CASH PAYABLE WITHIN 30 DAYS	24 MONTHS STRAIGHT, NO INTEREST	10% SPOT DP, 90% IN 36 MONTHS, NO INTEREST	5% SPOT DP, 25% IN 24 MONTHS, 70% LUMP SUM / BANK FINANCING	10% SPOT DP, 20% IN 36 MONTHS, 70% LUMP SUM / BANK FINANCING	30% DP IN 24 MONTHS, 70% LUMP SUM / BANK FINANCING	30% DP IN 36 MONTHS, 70% LUMP SUM / BANK FINANCING
OUTRIGHT DISCOUNT IN %	20%	14%	11%	9%	4%	8%	
RESERVATION FEE	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00
1st	11,176,640.00	500,932.83	1,154,526.20	541,358.90	1,253,196.80	157,935.03	114,687.22
2nd		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
3rd		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
4th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
5th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
6th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
7th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
8th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
9th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
10th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
11th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
12th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
13th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
14th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
15th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
16th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
17th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
18th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
19th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
20th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
21st		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
22nd		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
23rd		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
24th		500,932.83	313,631.55	133,616.44	75,177.60	157,935.03	114,687.22
25th			313,631.55	133,616.44	75,177.60	9,077,695.20	114,687.22
26th			313,631.55	8,979,024.60	75,177.60		114,687.22
27th			313,631.55		75,177.60		114,687.22
28th			313,631.55		75,177.60		114,687.22
29th			313,631.55		75,177.60		114,687.22
30th			313,631.55		75,177.60		114,687.22
31st			313,631.55		75,177.60		114,687.22
32nd			313,631.55		75,177.60		114,687.22
33rd			313,631.55		75,177.60		114,687.22
34th			313,631.55		75,177.60		114,687.22
35th			313,631.55		75,177.60		114,687.22
36th			313,631.55		75,177.60		114,687.22
37th					75,177.60		114,687.22
38th					9,472,377.60		9,867,060.00
TRANSFER FEES 4% OF NCP	451,065.60	484,895.52	501,810.48	513,087.12	541,278.72	518,725.44	563,832.00